

Message Text

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PAGE 01 DHAHRA 00455 210557Z

21

ACTION COME-00

INFO OCT-01 NEA-09 EB-05 ISO-00 /015 W

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R 210500Z MAY 74

FM AMCONSUL DHAHRAN

TO SECSTATE WASHDC 3789

INFO AMEMBASSY JIDDA

AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMEMBASSY MANAMA

UNCLAS DHAHRAN 0455

E. O. 11652: N/A

TAGS: BEXP, TC, SA, KU, LE, BA, MU

SUBJECT: TRADE MISSION: SPECIALIZED INDUSTRIAL AND
TRANSPORTATION EQUIPMENT

REF; A. STATE 082139 B. KUWAIT 1798

1. ALMOST ALL MAJOR U.S. MANUFACTURERS SUBJECT EQUIPMENT
ALREADY REPRESENTED BY LOCAL FIRMS WHO ARE WELL ENTRENCHED AND
WHO REPORTEDLY DOING GOOD BUSINESS. SUGGEST, THEREFORE, THAT
TC CONCENTRATE ON INCLUDING AS MANY REPRESENTATIVES AS POSSIBLE
FROM NEW-TO-AREA FIRMS SEEKING ENTER MARKET AND DESIRING
LOCAL REPRESENTATION.

2. RE PARA TWO, REFTEL, SDAMMAM PORT UNDERGOING MAJOR
EXPANSION. SIX NEW BERTHS UNDER CONSTRUCTION, IN ADDITION TO
NEW WAREHOUSES, FISHING STORAGE FACILITIES AND ADMINISTRATIVE
COMPLEX. FUTURE PLANS CALL FOR AN ADDITIONAL SIX BERTHS,
GRAIN STORAGE FACILITIES AND FLOUR MILL (LATTER PROJECT NOW UNDER
STUDY).

3. SDAMMAM PORT HAS CHRONIC SHORTAGE MACHINERY AND EQUIPMENT
AND DURING APRIL, SAG MINISTRY OF COMMUNICATIONS
RELEASED TENDERS FOR DOCKSIDE, RAIL-MOUNTED CRANES. WITHIN
NEXT THREE MONTHS, SAG
AUTHORITY EXPECTED RELEASE TENDERS
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PAGE 02 DHAHRA 00455 210557Z

FOR PORT RE-EQUIPMENT OF FORKLIFTS AND SELF-PROPELLED CRANES.

SUCH TENDERS ARE ISSUED TO FIRMS CORRESPONDING WITH MINCOMM
AND EXPRESSING INTEREST.

4. RE PARA 5, REFTEL A, UNABLE MAKE DOLLAR ESTIMATES, BUT
DEMAND AND REQUIREMENT FOR THIS TYPE EQUIPMENT EXPECTED BE
IN MILLIONS. WISH, HOWEVER, ADD CAUTIONERY NOTE, FOR ALTHOUGH
THERE EXCELLENT MARKET POTENTIAL INDUSTRIAL AND TRANSPORTATION
EQUIPMENT, MAJOR U.S. FIRMS ALREADY DOMINATING MARKET, AND
MISSION MEMBERS SHOULD NOT EXPECT REALIZE MAJOR SALES IN DHAHRAN
DURING TRIP.
JACKMAN

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NNN

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